



9TH ANNUAL U.S. DEPARTMENT OF ENERGY SMALL BUSINESS CONFERENCE

PLENARY SESSIONS

Socio-Economic Opportunities and Programs

USWCC Driving Economic Leadership

**Margot Dorfman, CEO
U.S. Women's Chamber of Commerce**

Economic Leadership



U.S. Women's Chamber of Commerce™

U.S. Women's Chamber of Commerce™

- The **U.S. Women's Chamber of Commerce™** was established in 2001 to revolutionize the economic opportunities and impact of women.
- The USWCC has 500,000 members and reaches over 1 million women around the globe.
- The USWCC is non-captive – we are committed solely to advancing economic opportunities for small businesses.



U.S. Women's Chamber of Commerce™

Business Growth

- Even though the number of (majority-owned) women-owned firms grew 42.3% between 1997 and 2006, their combined annual sales grew only 4.4%.



U.S. Women's Chamber of Commerce™

Business Growth

- The large jump in the number of women-owned firms over the last 10 years is a result of women:
 - Being paid only 77 cents on the dollar as compared to men.
 - Not being promoted.
 - Not having flexibility to take care of their families.



U.S. Women's Chamber of Commerce™

Business Growth

- There are 10 million women-owned firms in the U.S. representing one-third of all businesses.
- We have a goal of only 5%, and yet we only receive 3% in Federal Contracts.
- Loss of revenues calculates to over 5.6 Billion dollars annually!



U.S. Women's Chamber of Commerce™

Opening Doors to Federal Contracting Opportunities



U.S. Women's Chamber of Commerce™

Economic Leadership

- The U.S. Women's Chamber of Commerce is a strong driving force for the advancement of economic opportunities for all small business.



U.S. Women's Chamber of Commerce™

A “*Fair Portion*”

- It is imperative that our country provides a fair proportion of federal government contracts and dollars to small businesses.



U.S. Women's Chamber of Commerce™

A “Fair Portion”

- And, it is equally important that this fair portion reach to all socio-economic sectors.



U.S. Women's Chamber of Commerce™

Focus on the Keys to Opportunity

- The U.S. Women's Chamber of Commerce takes an active role in opening the doors to opportunity.



U.S. Women's Chamber of Commerce™



U.S. Women's Chamber of Commerce™

Preparedness

- Preparedness is the foundation
 - Business preparedness
 - Competitiveness and resources
 - Understanding the federal marketplace



U.S. Women's Chamber of Commerce™

Preparedness

**National
and Regional
Conferences
and
Summits**



U.S. Women's Chamber of Commerce™

Opportunity

- **Fighting to Assure the Marketplace is Open and Fair**
 - Pro Small Business Policies
 - Accountability
 - Transparency
 - Industry and Organizational Partners



U.S. Women's Chamber of Commerce™

Opportunity

- **Examples**

- Women's Federal Procurement Program
- Small Business Set-Asides
- Bundling and Consolidation
- Partnership with MBRT
- Reports, Courts, Testimony



U.S. Women's Chamber of Commerce™

Opportunity

- Partnership with NASBC.org



U.S. Women's Chamber of Commerce™

Awareness

- **Access and Information are Key**
 - Small Business Contractors' Forum
(online community with news, updates, and advocacy and opportunities)
 - Agency and Prime Contractor Spotlights
 - Virtual meetings, conference calls and email notices on important opportunities



U.S. Women's Chamber of Commerce™

Awareness

- Awareness of Issues and Barriers
 - It is vitally important that small business owners stay aware of policy and contracting issues that may jeopardize our “*fair portion*” of federal contracts
 - Speak up on important issues



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

Timeline:

- [1994] The Federal Acquisition Streamlining Act of 1994 (FASA) set an overall goal of 5% for women-owned businesses.
- The Act did not, however, establish a specific procurement mechanism for accomplishing that goal. And between 1994 and 2000, the federal government never even came close to meeting this 5% goal.



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

Timeline:

- **[2000]** To address the ongoing shortfall of contracts with women-owned firms, Congress passed the Equity in Contracting for Women Act of 2000 on December 21, 2000.
- **[2004]** On October 29, 2004, the U.S. Women's Chamber of Commerce, in support of its 500,000 members, brought suit against the SBA



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

Timeline:

- **[2005]** The SBA filed a Motion to Dismiss which was denied by the court (on December 8, 2005) and who further noted that the SBA **"...had sabotaged, whether intentional or not, the implementation of a procurement program..."** and concluded that "a deadline is in order."



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

Timeline:

- **[2007]** May 2, 2007, the study was released. The study took four looks – using four combinations:
 - Market whole and the number of contracts awarded,
 - Only those in CCR and number of contracts awarded,
 - Market whole and the dollar amount awarded,
 - Only those in CCR and dollar amount awarded.



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

Timeline:

- **[2007]** The study finds women-owned businesses are underrepresented in 87 percent of all industries.
- **[2008]** The SBA publishes a proposed rule that is a gross perversion of what Congress intended - greatly limiting the effectiveness and mandating that every federal agency must find that they have discriminated against women prior to utilizing the set-aside.



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

Essential elements:

- Assure the determination of underrepresented industry status with respect to Federal procurement contracting is open to appeal and applies to each agency.
- The SBA should comply with the law – not rewrite it. Our legislative body provided clear instructions regarding the implementation of PL 106-554.



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

Key elements:

- Accept all existing federal government certifications.
- Get the online certification program up quickly.
- Assure quick turnaround on certifications.



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

Key elements:

- Do not make the women's program more restrictive than the service disabled veteran's program.
- Accept ALL local government women-owned certifications as reciprocals in this program (they are free of corporate aims to control women's certification marketplace).



U.S. Women's Chamber of Commerce™

Women's Federal Procurement Program

- **Currently we are working on three fronts to get the program implemented**
 - Court System: Next Status hearing set for October
 - We have demanded the current proposed regulations be pulled and a new rule that reflects the will of congress
 - Working with Congressional leaders on both sides of the aisle in Senate and House



U.S. Women's Chamber of Commerce™

Other Current Issues

- **Small Business Size Standards**
- **Small Business Healthcare Policy**



U.S. Women's Chamber of Commerce™

Upcoming Meetings and Events



U.S. Women's Chamber of Commerce™

Summer 2008

- **U.S. Dept. of Energy Small Business Conference**
(Small Business Contractors' Forum) – June 24-26, 2008
- **U. S. Agency Spotlight: U.S. Department of State**
July 8, 2008
- **U.S. Navy Women-Owned Business Day**
July 23, 2008
- **National Small Business Federal Contracting Summit** – July 23, 24 & 25, 2008



U.S. Women's Chamber of Commerce™

USWCC



The screenshot shows the USWCC website homepage. At the top left is the USWCC logo, followed by the text "U.S. Women's Chamber of Commerce" and the tagline "Influence. Innovation. Opportunity." To the right is a circular seal with the text "USWCC NEW DEAL 2006". Below the header is a navigation menu with links: HOME, My USWCC, Economic Opportunity, Certifications, Meetings/Events, News, Advocacy, and Partners. On the left side, there are two dropdown menus labeled "Select a Community" and "Select a Region", with a photograph of the U.S. Capitol building below them. In the center, a large blue box contains the text "Learn more: www.uswcc.org". On the right, a section titled "USWCC Membership = Economic Opportunity" features "Join" and "Renew" buttons, followed by a paragraph about the organization's mission and a link to "Resources - Tools - Education".

USWCC U.S. Women's Chamber of Commerce Influence. Innovation. Opportunity.

HOME My USWCC Economic Opportunity Certifications Meetings/Events News Advocacy Partners

Select a Community
Select a Region

Learn more:
www.uswcc.org

USWCC Membership = Economic Opportunity

[Join](#) [Renew](#)

The U.S. Women's Chamber of Commerce has established a powerful and innovative leadership roadmap to drive strong economic opportunities for women across the globe.

[Resources - Tools - Education](#)



U.S. Women's Chamber of Commerce™

NASBC



The screenshot displays the NASBC website. At the top, a dark blue banner features the USWC logo and the text "★NASBC We support America's small business contractors." Below this is a navigation bar with links: Main, My Page, Members, Member Search, Chat Room, Events, Groups, Forum, Resource Center, NASBC, USWCC, and Manage. A "Widgetlab" link is also present. The main content area is divided into three columns. The left column, titled "Welcome from NASBC", includes a profile picture of a woman and text about the community. The middle column, titled "Get Connected at The Small Business Contractors' Forum", contains an "Introduction" section with a welcome message and the URL "www.nasbc.org". The right column shows a user greeting "Hello, Terry Williams, Editor" with links for "My Friends", "My Settings", and "Sign Out". Below this is a yellow box labeled "Awaiting Approval" showing "32 New Members". At the bottom right is a "Join Us and Get Started" section with a "Join Us" button and text about the SBCF being a joint initiative.

The Small Business Contractors' Forum
Provided by the National Association of Small Business Contractors™ and the U.S. Women's Chamber of Commerce™

USWC
★NASBC
We support America's small business contractors.

Main My Page Members Member Search Chat Room Events Groups Forum Resource Center NASBC USWCC Manage
Widgetlab

Welcome from NASBC Edit Get Connected at The Small Business Contractors' Forum Edit

A Community Just For Contractors

I'm very excited about the launch of our national online community, news, education and opportunity center. It is vitally important that small business contractors have one easy location to go to for up to date information, news and connections, and current advocacy topics.

Introduction

Welcome to The Small Business Contractors' Forum: The premiere online community, news and education source for small business contractors.

www.nasbc.org

Hello, Terry Williams, Editor Sign Out
My Friends (Invite More)
My Settings

Awaiting Approval
32 New Members

Join Us and Get Started Edit

Join Us

The SBCF is a joint initiative of the National Association of



U.S. Women's Chamber of Commerce™

[illegible]

Margot Dorfman, CEO

888-418-7922

[illegible]